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Message Text

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62
ACTION EB-07

INFO OCT-01 EUR-12 NEA-06 ISO-00 CAB-02 CIAE-00 COME-00

DODE-00 DOTE-00 INR-05 NSAE-00 RSC-01 FAA-00 XMB-02

TRSE-00 AID-05 L-02 SS-15 NSC-05 /063 W
---------- 042936
R 121240Z DEC 74
FM AMEMBASSY BEIRUT
TO SECSTATE WASHDC 1785
INFO AMEMBASSY AMMAN
AMEMBASSY ATHENS
AMEMBASSY LONDON
AMEMBASSY PARIS
FAA BRUSSELS
AMEMBASSY BELGRADE

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DEPT PASS COMMERCE FOR COHEN AND EXIMBANK FOR YOUNG

EO 11652: NA
TAGS: EAIR, JO
SUBJECT: CIVAIR: ALIA ROYAL JORDANIAN AIRLINES REEQUIPMENT

REF: AMMAN 7240

SUMMARY: LOCKHEED-CALIFORNIA TRISTAR DEMONSTRATED
AMMAN DECEMBER 11. INDICATIONS NOW POINT TO ALIA
ORDER FOR TWO WIDEBODIED AIRCRAFT BEING ANNOUNCED JANUARY 20,
1975. END SUMMARY.

1. LOCKHEED-CALIFORNIA COMPANY CHARTERED LTU (DUSSELDORF)
TRISTAR EARLIER THIS WEEK FOR FLIGHT DEMONSTRATIONS TO JAT
(YUGOSLAV AIRLINES) IN BELGRADE AND ON DECEMBER 11 TO
ALIA. DEMONSTRATION WAS GEARED FOR PRIVATE SHOWING
TO KING HUSSEIN BUT ALI GHANDOUR, ALIA CHAIRMAN, EXTENDED
KING'S LAST-MINUTE REGRETS DUE TO BOUT "INFLUENZA". (WE SUB-
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SEQUENTLY LEARNED, HOWEVER, THAT KING IN FACT ATTENDED REVIEW

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OF JORDANIAN ARMY'S FIRST DIVISION.)

2. DEMONSTRATION ATTENDED BY AMERICAN AND BRITISH AMBASSADORS AND RCAA, ALL OF WHOM WERE INVITED BY LOCKHEED. SENIOR LOCKHEED OFFICIAL WAS D.O. WOOD, PRESIDENT OF LOCKHEED-CALIFORNIA.

3. RCAA/EMBASSY CONVERSATIONS WITH ALI GHANDOUR INDICATE WIDEBODIED SELECTION OMMITTEE'S REPORT DUE DECEMBER 18, AFTER WHICH IT WILL BE REVIEWED BY AHIRMAN GHANDOUR AND THEN SUBMITTED TO KING HUSSEIN FOR FINAL DECISION. GHANDOUR'S RECOMMENDATIONS ARE TO BE COMPLETED JANUARY 10 AND THE ACQUISITION DECISION TO BE ANNOUNCED JANUARY 20. GHANDOUR CONFIRMED TO RCAA THAT ALIA WILL PROBABLY RELY ON ARAB FINANCING SOURCES TO DOVER THE $70-85 MILLION AC-QUISITION. ACCORDING ALIA PLANNING MANAGER ARYNE, BOEING 747SP APPEARS TOO SPECIALIZED FOR ALIA'S REQUIREMENTS AND COMPETITION NARROWED TO BOEING 747-200B (WITH AFT MAIN-DECK CARGO DOOR), LOCKHEED L-1011-250 TRISTAR AND MCDONNELL DOUGLAS DC-10-30. ARYNE BELIEVES BOEING 747 FAVORED BY KING HUSSEIN AND ALIA DIRECTOR OF OPERATIONS HUSSEINI WHILE GHANDOUR REMAINS NON-COMMITTAL.

ARYNE FURTHER INDICATED THE BOEING COMPANY WILL DEMONSTRATE 747-200B COMBI (WITH AFT MAIN-DECK CARGO DOOR) JANUARY 17, 1975 IN AMMAN.

4. CAPT. IOANNIDIS, OLYMPIC AIRWAYS DIRECTOR GENERAL, ARRIVED AMMAN DECEMBER 11 TO FINALIZE HIS AIRLINE'S SALE OF TWO BOEING 707-384B'S TO ALIA, VALUED AT APPROXIMATELY $14.4 MILLION. DELIVERY WILL BE MARCH 1975.
HOUGHTON

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